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Organization Connection																																																					
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	online	ABC Financial Institution-20% Market share in Garfield County, with 40% household Profitability! QCXS Values, Integrity																																																			
View Another Organization View/Edit Dialog New Dialog Delete Dialog Focus Organization Connection Organization Dialog Agenda Organization Tree	focus Purpose: Help customers achieve their financial dreams. BHAG: 20% Market Share in Garfield County, with 40% household profitability! Emotional Goal: 20/40 by 2006 by helping dreams come true!		business priorities current 1. Headquarters Renovation 08/03/2004 2. E- Branch 10/15/2004 3. Relationship Pricing System 02/15/2004 4. Expense Reduction 01/31/2004 5. Outdated systems and processes 08/03/2004																																																		
	critical measures <table border="1"><thead><tr><th>1. Financial Performance results</th><th>current</th><th>minimum</th><th>meets</th><th>exceeds</th></tr></thead><tbody><tr><td>1. Monthly Net income per employee</td><td>1 mil</td><td>3 mil</td><td>4 mil</td><td>5 mil</td></tr><tr><td>2. Asset Growth</td><td>\$1.9 bil</td><td>\$1.2 bil</td><td>\$1.4 bil</td><td>\$1.7 bil</td></tr><tr><td>2. Preferred financial institution</td><td>current</td><td>minimum</td><td>meets</td><td>exceeds</td></tr><tr><td>1. Market segment Penetration</td><td>86%</td><td>80%</td><td>90%</td><td>95%</td></tr><tr><td>2. Loans per customer</td><td>\$6553</td><td>\$6550</td><td>\$6650</td><td>\$6700</td></tr><tr><td>3. Operations</td><td>current</td><td>minimum</td><td>meets</td><td>exceeds</td></tr><tr><td>1. Functional errors-back office per month</td><td>5</td><td>5</td><td>3</td><td>1</td></tr><tr><td>4. Employees</td><td>current</td><td>minimum</td><td>meets</td><td>exceeds</td></tr><tr><td>1. Satisfaction survey</td><td>55%</td><td>500%</td><td>70%</td><td>80%</td></tr></tbody></table>				1. Financial Performance results	current	minimum	meets	exceeds	1. Monthly Net income per employee	1 mil	3 mil	4 mil	5 mil	2. Asset Growth	\$1.9 bil	\$1.2 bil	\$1.4 bil	\$1.7 bil	2. Preferred financial institution	current	minimum	meets	exceeds	1. Market segment Penetration	86%	80%	90%	95%	2. Loans per customer	\$6553	\$6550	\$6650	\$6700	3. Operations	current	minimum	meets	exceeds	1. Functional errors-back office per month	5	5	3	1	4. Employees	current	minimum	meets	exceeds	1. Satisfaction survey	55%	500%	70%
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FIG--1



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View Another Team	scope		evaluation criteria	team members																								
View/Edit Dialog	1. Mark is team leader		1. Project completed on time and within budget	John Akers Pat Conroy Mark Haines Bill Smith																								
New Dialog	2. Plan, develop and co-ordinate an efficient space plan program to meet the demands of our employees and customers.																											
Delete Dialog																												
Team Connection																												
Team Dialog Agenda																												
Business Priority Team																												
Authority Matrix																												
Executive Hours: 53																												
Staff Hours: 310																												
Change in Expense: \$1,000,000.00																												
Change in Revenue: \$0.00																												
deliverables																												
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FIG-2



<div>Individual Connection</div> <div><div>☐</div><div>☐</div><div>☐</div><div>☒</div></div>				
connections online	<div>My connection Organization connection Team connection Individual connection</div> <div>ABC Financial Institution-20% Market share in Garfield County, with 40% household Profitability! Mark Haines, CFO</div>			
	<div>basic role</div> <div>35% Balance Sheet Management and Strategy 1. Retail Strategy Committee Decisions 2. A/LM Strategies 35% Income and Expense Management 1. Budget Variance Results 2. Resource Allocation Planning/Implementation 20% Operational Management</div>			
	<div>business priorities</div> <div><div>1. Headquarters Renovation Plan the space[Mark Haines, Bill Smith] Develop plan for work flow and "image [Mark Haines] Obtain approval by city for plan [Pat Conroy, Bill Smith, Mark</div><div><div>08/03/2001 04/15/2001 05/05/2001 05/21/2001</div></div></div>			
Individual Connection Dialog Agenda Authority Matrix Organization Dialog Function Department Projects	<div>function/departement projects: finances</div> <div><div>1. Develop ALCO matrix sdfasdf date 2 date 1 2. New Finance application installed</div><div><div>10/01/2001 03/01/2001 04/01/2001 05/01/2001</div></div></div>			
	<div>authority matrix</div> <div>Level authorities: Senior Vice President Budget and Contracting Human Resources Policies and Procedures</div>			
	<div>Next Dialog 04/09/2001</div>			

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